



### SPRING FEVER HITS EDITOR

On page 13 of last month's issue, we ran a picture of a clubhouse perched on a hill-top and labelled it a view of Oyster Harbors' fine building at Osterville, Cape Cod. After the issue was out, F. W. Norris, president of Oyster Harbors, called our attention to the fact that the picture wasn't his club at all and enclosed a view to prove it. We reproduce it above.

Thanks to Mr. Norris, our apologies to members of Oyster Harbors for the error—and will some kind reader identify for us the view we DID run?—Ed.

also reviving interest in a golf course that has been waning for the past several years, and promises to be a money producer in years to come—not for professionals only, who decide to follow in Burman's footsteps but for clubs from the standpoint of increased memberships, resulting in larger treasuries.

#### Joe Is a Builder

Joe came to Danville last summer from Frankfort, Ky., the state capital, where he had taken a course that was practically broke and put it on its feet through such promotional ideas as the one at present. He was early with the free class for children idea in Kentucky and sports writers all over the state have given him many columns of praise and comment. About thirty-two years of age, Burman has been at golf practically all of his life and has gained his reputation not with low scores and medal play but solely through his conscientious and careful instruction. Says Joe of his free-class idea: "It's making golfers that might otherwise never have picked up a club and is thereby increasing business for those connected with the golf profession. Classes are not restricted to children of club members only, but any kids who desire to learn. It is more or less an 'insurance' to me that my

future teaching business will be good, for my pupils will stick with me once they get the love of the game. The idea can't lose, as I figure it, for there is nothing invested by anyone except my time, and I believe that if time were money most professionals would be millionaires!"

#### Physician Co-operates

In order to be assured that any slow pupil is not being handicapped by some physical or mental disorder, Burman sends those pupils in his classes who seem to "lag behind" to a Danville physician who is co-operating with him to put the plan over. The child is given a thorough physical examination and whatever is wrong is corrected.

Here's another of Burman's innovations: Every now and then Joe has an examination paper which he requires all of his pupils to fill out—just as if they were taking an arithmetic or English examination in school. Here he can check their progress carefully as to how they are taking his instructions and the effect they are having. The papers are carefully graded and all mistakes are ironed out individually.

The teaching, examinations, etc., connected with the new idea takes about 10 hours per week of his time, Burman